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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

4/86

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1986

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 8 through March 7) and cumulatively (September 1 through March 7). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/86 THROUGH 3/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 3/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	29	682	$1678	$1759	$1900	$1700	$1458	119	3268	$1719	$1767	$1850	$1750	$1583
Business Administration & Management	1	119	1200	1592	*	*	*	5	574	1665	1628	*	*	*
Management Information Systems	1	62	2133	1887	*	*	*	1	284	2133	1895	*	*	*
Marketing & Distribution	+	79	+	1572				+	577	+	1587			
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	+	34	+	1568				4	116	1507	1625	*	*	*
Humanities	+	37	+	1463				3	126	1121	1464	*	*	*
Social Sciences	+	32	+	1480				5	174	1342	1460	*	*	*
ENGINEERING														
Aerospace & Aeronautical	1	40	2291	2216	*	*	*	4	215	2341	2274	*	*	*
Chemical	6	174	2363	2496	*	*	*	18	579	2411	2459	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	8	123	2083	2020	*	*	*	10	507	2099	2007	*	*	*
Electrical (incl. Computer Engrg.)	72	655	2439	2367	2583	2458	2310	150	2510	2423	2317	2583	2454	2250
Geological	+	2	+	2563				+	12	+	2105			
Industrial	4	111	2304	2242	*	*	*	8	421	2235	2248	*	*	*
Mechanical	33	319	2304	2357	2560	2333	2167	60	1391	2324	2307	2550	2358	2000
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	15	+	2337				1	81	2233	2319	*	*	*
Mining & Mineral	+	2	+	1641				+	3	+	1844			
Nuclear (incl. Engrg. Physics)	+	3	+	2369				+	38	+	2277			
Petroleum	+	54	+	2776				+	168	+	2762			
Engineering Technology	2	49	2390	2200	*	*	*	2	219	2390	2184	*	*	*
SCIENCES														
Agricultural Sciences	+	10	+	1588				+	78	+	1580			
Allied Health Professions	+	2	+	1659				+	11	+	1644			
Biological Sciences	+	4	+	1212				+	16	+	1617			
Chemistry	+	12	+	1918				3	43	2373	1959	*	*	*
Computer Science	26	244	2333	2220	2500	2375	2166	46	887	2196	2181	2500	2217	1666
Mathematics	4	28	1852	2095	*	*	*	4	95	1852	2017	*	*	*
Other Physical & Earth Sciences	2	14	2084	2080	*	*	*	4	46	1723	1909	*	*	*
Totals	189	2906						447	12439					

[1] Percentiles are computed on regional data
[2] Includes economics programs with both business and social science orientation
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/86 THROUGH 3/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 3/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
ADMINISTRATIVE & MANAGEMENT														
Accountants & Auditors	28	673	$1666	$1760	$1875	$1700	$1458	120	3229	$1709	$1768	$1833	$1750	$1560
Business Administration	+	40	+	1555				1	176	1167	1614	*	*	*
Financial Analysts	1	22	2000	1716	*	*	*	1	78	2000	1761	*	*	*
Management Trainee	3	146	2393	1695	*	*	*	8	745	1974	1621	*	*	*
Personnel & Labor Relations	+	5	+	1547				1	39	1250	1598	*	*	*
COMPUTER & MATHEMATICAL														
Computer Programmers	7	127	2046	2107	*	*	*	16	535	2063	2073	*	*	*
Computer Scientists (incl Systems Analysts)	18	218	2377	2239	*	*	*	27	650	2270	2190	2500	2291	1916
Mathematicians/Statisticians	4	16	1852	2001	*	*	*	4	57	1852	1899	*	*	*
MARKETING & SALES														
Advertising/Marketing	+	27	+	1556				1	126	1292	1647	*	*	*
Retail/Wholesale Sales	+	64	+	1656				1	375	1500	1618	*	*	*
Technical Sales	+	19	+	1746				2	126	1625	1769	*	*	*
ALL OTHER OCCUPATIONS														
Communications Occupations	1	20	1200	1546	*	*	*	3	53	1104	1648	*	*	*
Engineers (Engrg Degree Required)	126	1455	2376	2348	2583	2425	2167	257	5898	2377	2306	2583	2418	2166
Farm & Natural Resources Management	+	4	+	1709				1	26	1250	1640	*	*	*
Health-Related Occupations	+	3	+	1361				1	22	1166	1503	*	*	*
Insurance & Real Estate Occupations	+	17	+	1608				1	52	1917	1676	*	*	*
Production Occupations	+	14	+	1904				+	84	+	1979			
Researchers—Nonscientific	+	3	+	1681				1	24	1583	1701	*	*	*
Researchers—Scientific	1	26	2042	2188	*	*	*	1	88	2042	2066	*	*	*
Social Workers & Recreational Workers	+	3	+	1075				+	28	+	1336			
Transportation & Distribution Occupations	+	4	+	1579				+	28	+	1742			
Totals	189	2906						447	12439					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full Time Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/8/86 THROUGH 3/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 3/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	99	+	$2215				+	293	+	$2146			
MBA (Nontechnical Undergraduate)	+	62	+	2327				+	286	+	2247			
MBA (Technical Undergraduate)	1	14	$2916	2771	*	*	*	3	47	$2611	2557	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	1	+	3025				+	43	+	2279			
Administration (incl. Public, Hospital, etc.)	+	3	+	1979				+	5	+	2071			
Industrial Mgmt. (incl. Industrial Admin.)	+	5	+	2350				+	9	+	2332			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1384				+	16	+	1421			
Social Sciences	+	2	+	1499				+	17	+	1380			
ENGINEERING														
Chemical	1	19	2750	2681	*	*	*	1	51	2750	2667	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	2	19	2404	2477	*	*	*	2	63	2404	2446	*	*	*
Electrical (incl. Computer Engrg.)	16	85	2935	2840	*	*	*	39	247	2839	2821	$3117	$2916	$2550
Industrial	3	11	2975	2667	*	*	*	5	23	2903	2694	*	*	*
Mechanical	6	50	2657	2664	*	*	*	25	133	2768	2699	3000	2750	2509
Metallurgical (incl. Metallurgy & Ceramic Engrg.)[2]	2	7	2750	2773	*	*	*	3	22	2722	2678	*	*	*
Nuclear (incl. Engrg. Physics)	+	1	+	2590				+	4	+	2956			
SCIENCES														
Chemistry	+	+	+	+				2	9	2605	2218	*	*	*
Computer Science	7	61	2738	2759	*	*	*	9	141	2722	2730	*	*	*
Geology & Related Geological Sciences	+	7	+	2783				+	26	+	2495			
Mathematics	+	10	+	2865				+	19	+	2662			
Totals	38	458						89	1454					

[1] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[2] Previously reported under SCIENCES heading

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

MBA

GRADUATE PROGRAM	INTERIM PERIOD 2/8/86 THROUGH 3/7/86							CUMULATIVE PERIOD 9/1/85 THROUGH 3/7/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	+	25	+	$2430				+	85	+	$2397			
MBA - Tech Undergraduate	+	4	+	2738				+	15	+	2668			
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	27	+	3011				+	63	+	2657			
MBA - Tech Undergraduate	+	7	+	3059				+	18	+	2887			
Over 4 years														
MBA - Nontech Undergraduate	+	28	+	2686				+	40	+	2580			
MBA - Tech Undergraduate	+	4	+	3144				+	6	+	3180			
Totals	+	95						+	227					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	3	7	$3507	$3408	*	*	*	5	44	$3479	$3512	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	1	+	3765				+	5	+	3121			
Electrical (incl. Computer Engrg.)	+	5	+	3930				7	35	4010	3769	*	*	*
Mechanical	1	7	4000	3526	*	*	*	8	18	3767	3501	*	*	*
Metallurgical (incl. Metallurgy, Materials Engrg., /Science & Ceramics)[3]	2	6	3833	3614	*	*	*	10	20	3517	3519	*	*	*
SCIENCES														
Chemistry	1	8	3225	2859	*	*	*	9	46	3199	3016	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Acturarial Science)	+	2	+	3709				+	4	+	3190			
Physics	+	2	+	3215				6	30	3563	3485	*	*	*
Totals	7	38						45	202					

[1] Years of previous full time, nonmilitary employment
[2] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[3] Previously reported under SCIENCES heading

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
ACCOUNTING	1673 1875 1458	27							
BUSINESS ADMINISTRATION &					1200	1			
MANAGEMENT INFO SYSTEMS									
MARKETING & DISTRIBUTION									
ECONOMICS									
HUMANITIES									
SOCIAL SCIENCES									

MARCH 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL												
ELECTRICAL(INCL COMP ENG)	2166	1			2250	1	2465	5	2613	2		
CIVIL					2250	1	2167	1			2049	4
GEOLOGICAL												
INDUSTRIAL	2208	1										

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO. MECH-EQPT	BLDG MATERIAL
MECHANICAL				2335 7	2600 1	
METALLURGICAL						
MINING & MINERAL						
NUCLEAR						
PETROLEUM						
ENGINEERING TECHNOLOGY						

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE	2299	7	1938	2	2200	3	2225	1				
MATHEMATICS			1975	3								
OTHER PHYSICAL & EARTH												

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
ACCOUNTING	/ / /	2000 1 / / /	/ / /	/ / /	/ / /	/ / /
BUSINESS ADMINISTRATION &	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MANAGEMENT INFO SYSTEMS	/ / /	2133 1 / / /	/ / /	/ / /	/ / /	/ / /
MARKETING & DISTRIBUTION	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
ECONOMICS	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
HUMANITIES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
SOCIAL SCIENCES	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
AEROSPACE & AERONAUTICAL					2291	1						
CHEMICAL	2355	1							2550	1		
ELECTRICAL(INCL COMP ENG)	2573	3	2417	9	2455 2583 2325	41			2425	2		
CIVIL					2167	1						
GEOLOGICAL												
INDUSTRIAL			2292	2					2425	1		

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
MECHANICAL	2500	2	2377	3	2274	16			
METALLURGICAL									
MINING & MINERAL									
NUCLEAR									
PETROLEUM									
ENGINEERING TECHNOLOGY					2390	2			

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FERRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE	2425	1	2442	3	2392	4						
MATHEMATICS												
OTHER PHYSICAL & EARTH	2042	1	2125	1								

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	PETROLEUM	RESEARCH, CON	UILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING				1485 1		
BUSINESS ADMINISTRATION &						
MANAGEMENT INFO SYSTEMS						
MARKETING & DISTRIBUTION						
ECONOMICS						
HUMANITIES						
SOCIAL SCIENCES						

MARCH 1986 ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT

INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UILTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2592	3					1500	1				
ELECTRICAL(INCL COMP ENG)	2375	1	2516	1	2448	4	2001	2				
CIVIL									1882	1		
GEOLOGICAL												
INDUSTRIAL												

MARCH 1986 ECPD INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPD REGIONAL INTERIM REPORT

INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	PETROLEUM	RESEARCH, CON	UILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MECHANICAL	2560 1		2458 1	1779 2		
METALLURGICAL						
MINING & MINERAL						
NUCLEAR						
PETROLEUM						
ENGINEERING TECHNOLOGY						

MARCH 1986 ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

FEBRUARY 1986 ECPO REGIONAL INTERIM REPORT
INTERIM PERIOD 02/08/86 THROUGH 03/07/86

CURRICULUM	PETROLEUM	RESEARCH, CON	UILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURAL						
ALLIED HEALTH PROFESSIONS						
BIOLOGICAL						
CHEMISTRY						
COMPUTER SCIENCE		2514 3	2500 2			
MATHEMATICS				1485 1		
OTHER PHYSICAL & EARTH						

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/08/86 THROUGH 03/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/08/86 THROUGH 03/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1986 ECPD REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	COMP-BUS MACH	ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM, FAB METAL
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/08/86 THROUGH 03/07/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1986 ECPO REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON		UILTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ 2916 /	1 / /	/ / /	/ / /	/ / /	/ / /